

M E R C A T O R:

O R,

Commerce Retrieved.

From Thursday, November 12. to Saturday, November 14. 1713.

The Argument of the Encrease of our Exportations to France concluded.

The Mercator's Reasoning confirm'd by a Letter from Dunkirk.

Another Letter from Roan.

Another from Paris.

The new French Book of Rates recommended as useful to judge of these things by.

IT seems the Folly of our Opposition to the Treaty of Commerce of France, is seen with other Eyes abroad than at home: As we cannot so plainly discern here, what is obvious to every Eye there; so they have been willing to communicate to the *MERCATOR* some of their Observations for the Publick Good: And what they have said of this Part is so reasonable, that it could not be omitted. Perhaps when our Opposers see, how they think of these Things abroad, they may be moved to consider of it a little more seriously. With some of these Letters we shall finish this part of the Question.

To the Author of the Mercator.

S I R,

I Have been some Years a Merchant in this Town, though I am a Native of England. It is with no small Astonishment, that we read the Arguments made use of in England against your Trade hither, especially that Part of it relating to the Woollen Manufacture. The French Merchants smile, when they read some of your English Papers, which speak of making the English Woollen Manufactures in France; and one of them jesting with me the other day, *Monsieur*, says he, *your Country-men are mighty willing to have us be thought better able for our Manufactures than we are; it is too true, that we can do them but little harm that way: but if it were otherwise, they deserve but ill of their Country that say it. Methinks it should be Frenchmen that should say that. It sounds but very harshly out of the Mouth of a BRITISH MERCHANT, to tell the World, we can outdo you in your own Manufactures. He would be sent to the Gallies, that should act such a Part here, and would very well deserve it. There was too much Truth in what he said, to bear any Answer: I could only say to him, That there were Enemies to the Publick Good in all Nations; the Difference lay only here, that in England the Government punished People less than they deserved, and in some Countries they punish'd too much.*

But the Reason of my writing to you at this time, is to let you know, that the Woollen Manufactures of England are not such strange things here as you imagine, and that we have very great Quantities now in Town, and from hence they are sent to all these parts of France, and to Paris itself: And this has been done two ways; 1. By running them on shore clandestinely, as you may see express in a Letter sent from

hence to England on another Account: This has been the easier to do, by the great number of Ships loaded with Corn and Coal, which we have had from England since the Peace, in all which we had Woollen Manufactures brought privately, and run a-shore without paying the Duties; which the Farmers of the Customs perceiving, they thought it their best way to treat with the Merchants for some Abatement of the Duties, which they now generally agree to at about 25 per Cent. less than the full Duty, and so admit privately great Quantities of English Goods, insomuch that you may now buy what Quantities of Broad Cloths, Spanish Cloths, Serges, Perpers, Stockings, Stuffs, and other Woollen Manufactures you please in this place, almost as openly as at any Town in Flanders. And though it is true, that the Duties are still so high as makes them dearer than French or Flemish Goods; yet none, that can go to the Price of English, will meddle with the other. I have just now received on shore 32 Spanish Cloths, which I had given Commission to buy in London, and am forwarding to Paris. If those People, who are so warm against this Trade, were to be here one Month, they would be of another Mind. In a word, If the Treaty of Commerce goes on, and the English Woollen Manufactures are brought into France upon the Foot of the Tariff of 1664, the Manufacturers of France will all break and be undone.

Dunkirk, Oct.
24. 1713.

Your Humble Servant,

F. G.

To the Mercator.

S I R,

WE have some Papers of yours and others sent over from England, as occasion of Shipping presents; and we are amazed to see, how some of your People talk about the French Trade, as prejudicial to England. The Merchants here say those People are bribed by our Manufacturers of Anjou, Languedoc, and other Parts; for they speak their Language exactly, only with this Difference, that these say the Treaty of Commerce will ruin our Manufactures, and your People say it will ruin yours: But how these can consist, is what no body in the World can account for: It is most certain, the French Manufactu-

res



“rers are in the greatest Consternation imaginable; for
 “they know, if the high Duties of 1667 and 1687 are
 “taken off, and the English Woollen Manufactures
 “are admitted on the Foot of the Tariff of 1664, they
 “shall be effectually ruin’d; and even as it is now, the
 “Quantity of English Goods is so great, which are
 “brought in by the English, but especially by the
 “Dutch and Flemings, that it has sunk the Manu-
 “factures of France to a very great degree already. It is
 “true, that the ordinary People will make shift with
 “their own light and coarse Stuffs; but you are sure
 “of three sorts of People to be constant Buyers too
 “of the English Goods: 1. All those, who, to hu-
 “mour their Fancies, will buy English Cloth, because
 “it is dear and foreign; for we have that humour here
 “for English Cloth, &c. just as your People have for
 “French fashions. 2. All those, who will wear what
 “is very fine and good, tho’ dear, these buy the En-
 “glish Spanish Cloth, for nothing in France can come
 “near to it. 3. All those middling People, who will
 “buy what is Strong and Durable, tho’ lower priz’d;
 “and these buy your Leeds Dozens, Devon Kerfies,
 “Long Cloths, Short Cloths, Mill’d Serges, and Stuffs
 “of every sort; and they cannot make any thing in
 “France that will wear like them. So that if you
 “do but pass the Commerce Bill, and get the Duties
 “taken off here in France from the Woollen Manu-
 “factures of England, you need do no more; you
 “will have a most flourishing Trade here, for the
 “People are sick of their own Manufactures, they are
 “so very coarse and flight.

Roan, October 30. 1713.

Your most humble Servant.

To the Author of the Mercator.

S I R,
 “When we see here the Accounts sent from En-
 “gland of the Quarrels raised at the Treaty of
 “Commerce with France, we that are English Mer-
 “chants are surprized very much, and cannot under-
 “stand it: We see in it a manifest Advantage to En-
 “gland, and great Disadvantages to France many
 “ways; especially seeing great Duties are to remain
 “upon French Goods sent to England, and no Duties
 “to be put upon English Goods sent to France, all
 “the French Duties being to cease, except those of the
 “Tariff of 1664. The French People here say the
 “English are mad; and they are in great Hopes, your
 “Whigs will carry it, and throw out the Bill: This
 “seems very particular, that the Whig-Party should be
 “so especially earnest, for what is so much to the Ad-
 “vantage of these People, for whom they have so
 “known an Aversion; but I perswade my self, the
 “People, who act thus, are deficient in the Knowledge
 “of the true State of the Trade, and what the Tariff
 “of 1664 means. It is wonderful to us, that you
 “should not have all our Tariffs and Rates of Mer-
 “chandizes set out in France Translated into English,
 “as your English Book of Rates is here, in French;
 “and no Merchant is without it: A little looking
 “over the Book called *Recueil de Tariffs*, which is no
 “more or less than the *French Book of Rates*, would
 “clear up these things; and every Merchant would be
 “thereby convinc’d, that as the laying on those Duties
 “on the English Manufactures was found necessary for
 “Encouraging the French, so when all those Duties
 “are taken off, as must be by this Treaty, the French
 “Manufactures must sink, and the English will fill all
 “France with their Goods; the remaining Duties being
 “very low, not so much as 5l. per Cent. upon the
 “Value, two Species only excepted.

Paris, October 12. 1713.

Your humble Servant, &c.

A. F.

The last Letter put the *MERCATOR* in mind
 of an Advertisement, which, unknown to him, was
 put into one of these Papers, (viz.) Of a Book Enti-
 tuled a *French Book of Rates*, &c. which upon Exami-
 nation he finds to be a Translation of the said Book,
 call’d, *Recueil de Tariffs*, which indeed is, as above, a
 most useful thing to determine these Duties by: And
 as the *MERCATOR* is glad such a Work is come
 abroad, so he freely Appeals to it; and wishes every
 Man, who Opposes the Treaty of Commerce, would
 take the Pains to inform himself what the Tariff of
 1664 is; what the Duties of 1667 and 1687 are, which
 are to be taken off, and which to remain on; that so
 they might speak a little more by their own Understand-
 ing, and not Condemn the Trade by the Voice of
 Common Fame. The *MERCATOR* assures the
 Reader he has no Concern in the said Book, if he had,
 it should not have been thus recommended: But he
 presses every one, in a Case of this Consequence, to see
 every thing with their own Sight, that they may be
 Judges for themselves, and not be Imposed upon by one
 Side or by the other.

Note, as promised in our last, The English Merchants
 have Exported to Turkey from the 3d of September to
 the 7th of November,

Long Cloths	7419
Short Cloths	975
Spanish Cloths	30
	<hr/> 8424

From the CUSTOM-HOUSE.

November 9, and 10. Goods Exported to France
 in Two Days.

143 Stuffs
80 Yards of Flannel
10 Spanish Cloths
* 50 Stuffs
* 75 Dozen of Hose
135 C. Copperas
5635 l. Cotton Wooll
6 Quarter of Meal
20 C. Cheese
* 66 C. Corrants
9794 l. Pepper
24 Chints
100 C. Logwood
2300 Ells of German Linen
5 C. Elephants Teeth
5221 l. Virginia Tobacco



ADVERTISEMENTS.

Just publish’d,

†† The French Book of Rates: Being a Collection
 of the Tariffs and Regulations of the Duties both of
 Importation and Exportation of Merchandizes in
 France; with the particular Edicts, Arrests, and Decla-
 rations, settling and establishing the same in all the
 respective Custom-Houses of France. Done out of
 French. Sold by A. Bell, at the Cross-Keys, and J.
 Round, in Exchange-Alley in Cornhill, J. Baker, in
 Pater-Noster-Row, and W. Brand and J. Kent, at the
 Middle Temple-Gate, in Fleetstreet.

This Day is publish’d the Second Edition of
 THE Character of Richard St—le, Esq; with some
 Remarks by Toby, Abel’s Kinsman, or according
 to Mr. Calamy A. F. & N. in a Letter to his God-
 father: To which will be prefixed, the Effigies of the
 Author, curiously Engraven on Copper.

Bella inter geminos plusquam civilia fratres. Epigr.
 Printed for J. Morphew near Stationers-Hall.

LONDON: Printed for BENJ. TOOKE, at the Temple-Gate; and
 JOHN BARBER, on Lambeth-Hill. (Price 3 Half-pence.)